

# Master of Science in Real Estate

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# Highlights and Requirements

## 10 reasons to study Real Estate at the Lucerne School of Business:

1. You benefit from high-quality studies in a personal atmosphere and with international students from all around the world.
2. Take advantage of our unique offer even without a degree in Real Estate.
3. You gain international experience with several intensive weeks abroad each semester.
4. Second Degree? It's possible.
5. Your entire study course in English.
6. You wish to become a member of the RICS? Our Programme is strongly connected to the RICS.
7. Working up to 50% while completing your degree.
8. Benefit from a strong international network through our growing alumni association.
9. We offer support on your path towards self-employment.
10. Extracurricular activities, including several language courses, sports activities and social events.

## Entry requirements

The following admission requirements apply to the Master of Science in Real Estate:

- Bachelor's degree
- At least 24 ECTS related to Real Estate, Economics, Management or Finance
- Online courses offer the possibility to achieve missing credits
- Ability to follow lectures in English
- High motivation and performance

**Application deadline:** 30 April

**Start of the programme:**  
Mid-September (Week 38)

**Exchange semester abroad:**  
3th semester (participation voluntary)

**Language of instruction:** English

**Tuition fee:** CHF 800.– per semester

**Duration of the course:**  
4 semesters (part-time: 50%)

**Campus benefits and information:**  
[hslu.ch/campus-business](https://hslu.ch/campus-business)

**Place of Study:** Classes take place at the Campus Zug-Rotkeuz.

## Degree

The Master of Science in Real Estate is the highest degree in the real estate industry and is only offered in Switzerland at the Lucerne University of Applied Sciences and Arts.

# Your Career and Working Opportunities

**Future jobs include strategic key roles in the real estate industry and cover all areas of real estate management and investments e.g.:**

- Investment funds/real estate private equity funds
- Listed real estate companies/real estate investment trusts
- Pension funds/insurance companies/family offices
- Real estate asset managers/asset management providers
- Real estate banking; Real estate investment banking
- Financial services companies; Real estate and financial consultancies
- Real estate and finance departments of companies across all sectors
- Real estate development

## **Your perspectives**

The MSc in Real Estate is a research-based and, at the same time, practice-oriented, consecutive management education with an international orientation. The degree lays the foundation for your successful career development.

## **Your classes**

Compact courses, guided self-study and self-study in blended learning environments form an optimal mix. To ensure the combination of practice-orientation and research, all lecturers have in-depth knowledge in their field of specialization as well as current practical experience. All modules are based on problem-based learning, i.e. your learning resources are always based on practical cases and real world problems.

## **Your working opportunities**

The course offers considerable freedom for those with families and/or part-time jobs by allowing them to work up to 50 % of regular working hours. This allows you to directly benefit from our practice partners and apply experience gained in your field.

## **Application form and information**

T +41 41 228 41 30

[master.realestate@hslu.ch](mailto:master.realestate@hslu.ch)



**Prof. Dr. Michael Trübstein**  
MRICS, Head of Programme



**Daniel Steffen**  
Head of Programme

# Programme Overview – Preparation courses

## Real Estate

## Finance

## Research

1st Semester

### Real Estate Asset Management

Developing successful strategic management alternatives of real estate assets, transaction strategies and optimization of returns in a national and international context. (6 ECTS)

### Swiss Real Estate Markets

Understanding the Swiss Real Estate Market with information about the current situation, economic models as well as real estate law. (3 ECTS)

### Macroeconomics and Financial Markets

Become familiar with international trends, regulations, expectations but also opportunities, as well as the ability to adapt to local circumstances and to manage the resulting complexity. (6 ECTS)

### Scientific Research

Evaluate and apply quantitative and qualitative research methods. (9 ECTS)

2nd Semester

### Real Estate Investment and Finance

Application of international investment structures and financing strategies as well as evaluation of current and future market developments and opportunities. (6 ECTS)

### Leadership and Ethics

Solve complex leadership problems in a well considered manner and in line with overriding objectives. (3 ECTS)

### Investments

Analyse and estimate key influencing factors for investment decisions in financial markets.

### Practical Exercises in Research Methods

Effectively apply social scientific research methods in dealing with specific case examples of aspects in real estate. (9 ECTS)

3rd Semester

### Real Estate Development

Understanding of different factors of successful real estate developments in an international context and application of successful development strategies. (6 ECTS)

### Applied Research Projects

Carry out applied research projects on topics covering all modules. A development study of a real site in cooperation with architects and planners guarantees a maximum benefit for a successful career. (9 ECTS)

### Alternative Investments

Analyse alternative investments with regard to their contribution to risk and yield of portfolios and develop recommendations for an investment strategy. (6 ECTS)

### Preliminary study for the Master Thesis

(3 ECTS)

4th Semester

### Corporate Finance

Assess complex financing problems of real estate companies and develop effective solutions. (6 ECTS)

### Master Thesis

Write an independent piece of research based work in the context of a practical research problem concerned with an aspect of one of the topics covered in the Master's programme. (12 ECTS)

# Impressions

Ceremonial handover of  
the MScRE diplomas 2019



MSc Real Estate 2019  
successfully started

# Opinions about the Master of Science in Real Estate



“The MScRE is an extremely versatile and diversified Master’s programme. Great importance is attached to the theoretical and practical combination of Real Estate and Banking & Finance topics. In addition, the curriculum is enriched with a multitude of international interactions and experiences. I regard the MScRE as a profound education that opens the door to the real estate and banking & finance industry for graduates.”

**Timo Hänni**  
Graduate Trainee Program – Vontobel



“The Master’s programme offers an ideal starting point for gaining a foothold in the versatile and complex world of real estate. All aspects of the real estate business are conveyed in a sustainable manner, so that a solid specialist knowledge can be developed.”

**Lukas Manuel von Rotz**  
Senior Consultant, Team Leader & Project Partner, Drees & Sommer



“The Master of Science in Real Estate is a unique opportunity to examine the methods of the real estate industry and its current market situation. The program offers a variety of financing methods designed not only to familiarize students with the real estate market, but also to become acquainted with other financial instruments and their mutual effects. The opportunity of the dual study program at Lingnan University in Hong Kong majoring in International Banking and Finance is highly valuable for getting to know the entire financial market and its international implications. Excursions to foreign real estate markets and their current market situation are another great benefit of this programme.”

**Leoni Esra Hercher**  
Fund Analyst, Real Assets, AXA Investment Managers

# Lucerne School of Business

The Lucerne School of Business is part of the Lucerne University of Applied Sciences and Arts and Central Switzerland's centre of excellence for advanced management education. With its teaching, research and consultancy services, the School of Business actively and effectively contributes to the development of a knowledge society. It trains specialist and executive staff and assists organizations and institutions in finding answers to current and future challenges in business and economics.

The School's degree programmes include a Bachelor's course in Business Administration with eight specializations, a Bachelor's course in International Business Administration with three specializations, and three

consecutive Master's programs. Finally yet importantly, the institution is the largest provider of post-graduate and further education programs of all Swiss Universities of Applied Sciences.

The Lucerne University of Applied Sciences and Arts maintains close links to other universities and partners from industry and government. The School's four institutes are centres of excellence with a national and international reputation.

## Lucerne School of Business

Administration Master

Suurstoffi 1

6343 Rotkreuz

T +41 41 757 67 44

master.business@hslu.ch

hslu.ch/msc-re



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